



Delivering a World of Health and Hope.



























2018 ANNUAL REPORT

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2018 Year in Review

By The Numbers

96

Number of hospitals in Kentucky, Southern Indiana, Southern Ohio, and Northern Tennessee that recycled with SOS

88

Number of other medical institutions and doctors' offices that recycled with SOS

525

Number of individuals and nonprofits donating medical surplus to SOS

401,060

Number of pounds of medical surplus received; over 33,000 pounds a month!

263,759

Number of pounds shipped to communities in need

90

Number of mission teams that used the "Medical Team Store" – sponsored by KentuckyOne Health & UPS – to support their short-term mission trips

16

Number of large ocean-going containers shipped

20,640

Number of pounds donated to regional nonprofits, medical and nursing schools, and animal welfare organizations

62,421

Number of pounds recycled

17,867

Number of volunteer hours given to Supplies Over Seas

\$441,136

Value of volunteer hours donated to SOS (Using Corporation for National & Community Service's \$24.69/hour)

2,513

Number of individual volunteer experiences at SOS

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From the Chair and CEO

Supplies Over Seas achieved several major milestones in 2018 including celebrating our **25th anniversary**! We became the sixth accredited Medical Surplus Recovery Organization (MSRO) in the U.S., we expanded our hospital network in Cincinnati and added our first hospital partner in Tennessee. Locally, we led a community-wide disaster relief effort for Houston after Hurricane Harvey and sent a shipment to Puerto Rico after Maria.

We are filled with gratitude to all who have been instrumental in bringing SOS to where it is today. This also marks the perfect time to envision SOS in the next quarter-century. <u>No</u> longer are we just an MSRO but rather a global health organization with the opportunity to deepen and broaden our impact.

Our commitment is to responsible global health donations that truly help drive positive change. That led us to expand our assessment of health related needs in the communities we serve; we now proactively engage partners that address needs for **safe water**, **sanitation** and **food**. Our first "comprehensive health container" that included food and water assets went to Niger, with more to come.

Over these 25 years, SOS has diverted some 3.5 million pounds of surplus from our landfills and shipped them to medically impoverished communities in 105 countries. Laudable to be sure, but we know that behind every pound collected and shipped there is a child, or parent, or someone whose life has been positively impacted. Nine year old **Thomas** in Nigeria had his sight restored and was able to return to school. **Angelina** in Zimbabwe had a bed and medical care to safely deliver her baby. **Maria**, 13, in Ecuador, had her broken leg set, preventing a lifelong limp.

There are many more Thomases, Angelinas and Marias that need our help. Please join us as we embark on our next quarter-century. Together we can deliver a brighter future for children and their families here at home and around the globe.

With deepest gratitude,

Jenice Lears

Denise Sears President & CEO

K. Thomas Reichard, MD Chair, Board of Directors



OUR MISSION

Supplies Over Seas improves global health and the environment through recovery and redistribution of surplus medical supplies.

OUR VISION

Delivering a World of Health and Hope.

OUR COMMUNITY

SOS relies on the generosity of donors, volunteers, and friends; it receives no government funding, and accomplishes its big mission with a very small staff. SOS directly benefits underserved peoples living in medically impoverished communities at home and abroad by delivering necessary medical supplies and equipment to health clinics, hospitals, and other institutions.
95% of the donated materials SOS receives are donated, repurposed, or recycled. SOS supplies match surplus with need, connecting communities,

and delivering a world of health and hope.





Container Shipment Program

SOS ships 40-foot cargo containers filled with medical supplies and equipment to hospitals and clinics around the world. Containers on average hold 6 to 8 tons of supplies and equipment conservatively valued at \$150,000 - \$350,000. The donation requested for a full, 40-foot seagoing container is \$9,500. The initiating organization is responsible for arranging and paying for shipment.



Ghana Eye Clinic

Genetic cataracts can affect people of all ages including children. Ghana is one of the countries most impacted, where over 700,000 are blind or visually impaired. The condition can be corrected with proper medical treatment.

In June 2018, **Friends Eye Center in Tamale, Ghana** received a container-load of medical supplies and equipment, worth \$203,000, to address this critical situation. Ophthalmologist and project coordinator Dr. Seth Wanye said, "We could not provide these surgeries to people in need without the supplies from SOS." The project had its beginnings with 13-year old **Jordon Goldberg** in relation to his bar mitzvah. As momentum for the project grew, so did the participation of others. World Sight joined in, and then a grant from the Sisters of Charity of Nazareth completed the necessary funding.











A DEEPER GLOBAL HEALTH IMPACT

New Initiative Begins in Niger

SOS has long recognized that in the countries we serve there are other critical needs beyond what medical surplus can fill. We have begun to assess the broader scope of needs in the communities that request our aid.

Malnutrition and lack of safe water and disinfectant in these regions are beyond what SOS can address alone. With the strong relationships we have developed with other local nonprofits, we have reached out to them to coordinate a more comprehensive, more effective response.

Niger is one of the poorest countries in Africa and is in desperate need of humanitarian aid. Early in the year, three visitors came to SOS to learn about our mission and how we might work together to assist Niger. We connected them with other local nonprofits with the appropriate resources.

Thanks to **Love the Hungry** and **WaterStep**, our first container to Niger included pallets of

fortified rice, chlorinators and bleachmakers along with our medical supplies. Multiple humanitarian containers will continue to ship during the coming year.







Dominican Republic

Caribbean Health Assistance, Rehabilitation and Management (C.H.A.R.M.) is an Ohiobased non-profit organization that takes teams of volunteers to the Dominican Republic.

Each October, 20-35 volunteers travel to the DR, where they conduct physical and dental exams, repair/remodel school buildings and hospitals, support an orphanage, distribute layette kits to expectant mothers and school and hygiene kits to children.

Director **Ron Booth** (right) visited SOS, and in June we shipped a container of medical supplies

and equipment to the DR, co-sponsored by C.H.A.R.M. and **Children of the Nations**. Loaded with medical equipment, crutches and canes, walkers and wheelchairs, school supplies, and even a dental chair and X-ray machine – these items were all donated by regional hospitals and other SOS recycling partners.

The container also included 10 pallets of Nutri-Plenty[™] meals from our partner **Love the Hungry**; these are nutrient-rich meals of rice and other ingredients for malnourished children, packed by volunteers in Louisville.









Custom Pallet Program

For groups planning largescale projects, or for clinics and hospitals abroad in need of supplies, SOS offers **custom-packed shipments**. Depending on its contents, each pallet typically holds \$5,000 -\$15,000 worth of medical supplies. A donation of \$2,500 per palletis requested. The initiating organization is responsible for arranging the shipment and paying shipping costs.



Wooden pallets with cartons of medical supplies, carefully stacked and shrink-wrapped, can be shipped separately when a full container is not needed.

From Gabon on the west coast of Africa to Tanzania on the southeast; from the Caribbean island of Haiti to the Central American coast in Belize; nearly \$15,000 worth of donated medical surplus sent on pallets last year is right now helping to treat and heal suffering people.



If you want to help a community in need, you don't have to sponsor a 40-foot container or go on a two-week mission trip. There are opportunities to become involved in smaller ways, and the organizations and mission teams that come to SOS for equipment and supplies would be grateful to be matched with a sponsor at any level of support.





Medical Team Store

Fondly referred to as a store, it is actually a unique collection of medical instruments and small items that are made available to individuals and groups that are traveling for short-term medical mission trips. These are items that would fit in a suitcase or duffle bag, and medical teams often carry extra luggage of these items and leave them behind for the clinics and hospitals where they performed their work.

SOS does not sell its donated medical surplus but we do request donations to help cover our costs of gathering, sorting, storing and processing items for distribution; just as we do for the containers, pallets and boxes we ship.

We love to see nurses' or doctors' eyes light up when they walk in and see unexpected and coveted items they can select for the particular surgeries or treatments they plan to perform – cleft palates, burns, wounds, orthopaedics and more.





Hand Carry Program

SOS's Hand Carry Program allows medical relief workers undertaking short-term work abroad to visit the Medical

Team "Store" to collect needed supplies and equipment that can be carried with them in their luggage. A donation of \$100 is requested for the first 50 pounds of supplies and equipment, and an additional \$2 per pound beyond the first 50 pounds.

Kenya

John Willingham and Dr. Ellen Ballard

(below), along with their team, have been carrying SOS supplies and small equipment with them on every trip to Kenya for the past five years. The Oyugis community is in the poorest province, where incomes are \$50 to \$100 a year compared to \$465 for the rest of the country. Disease is rampant, with malaria, TB, AIDS, and waterborne illnesses; many children are orphans.

John began with a farming project to improve crop yields, feed malnourished children, and establish a co-op that would help them generate income and become self-sufficient. Ellen and other medical team members worked on setting up a clinic with SOS supplies in a rehabbed building. On one trip they brought a microscope for the part-time male nurse, who now sees patients and delivers babies.



Last year 90 mission teams and organizations took hand carry donations to Asia, Africa, Central and South America – from Belize and Cambodia to and Sierra Leone and Zimbabwe.





H

Custom Box Program

For those who cannot visit the SOS Medical Team "Store"

to assemble a hand-carry, SOS packs and ships custom boxes. SOS requests a \$150 donation for supplies up to 50 pounds, and an additional \$2 per pound beyond the first 50 pounds.

Other Destinations

In some cases it is not practical or cost-effective for individuals and teams to travel to Louisville. In those cases, SOS staff and volunteers are happy to select and custom pack what they request for a trip or local project. It can be shipped to their starting point or to their destination, depending on their needs.

Last year SOS shipped 24 such orders, most of them headed to Central or South America, the Caribbean, or points in Africa. Below, Denise Sears delivering supplies in Nigeria, and Dr. Pawelos pointing to Swaziland, where his custom box shipment will go.







Volunteer

It takes thousands of volunteer hours to transform the supplies that are donated to SOS into the materials that serve as a life-saving solution for medially impoverished communities around the world. SOS has a small paid staff of eight. As such, we rely on our volunteers in order to realize our big mission to deliver health and hope. Individuals and groups are welcome.

Donate

Supplies Over Seas depends on financial support from individuals, corporations, and foundations. We receive no government or United Way funding. SOS is a 501(c)(3) nonprofit organization, meaning all donations are tax-deductible as provided by law.

Your donation allows SOS to help make the hospitals in our region greener and to support shipments of medical supplies and equipment to a community in need.

Donate Your Own Medical Surplus

Individuals and families often have crutches, canes, wheelchairs, walkers and unused medical supplies following an illness or surgery. Don't throw them out – bring them to SOS and we will give them to someone who desperately needs them!

Visit/Tour/Meet/Invite Us to Speak

Come take a tour of the SOS warehouse! See with your own eyes how Supplies Over Seas is able to use volunteer hands to turn thousands of pounds of medical surplus from waste into materials that transform healthcare conditions in medically impoverished communities across the globe. Bring a friend or a group – you and your organization are welcome!

Looking for an interesting place to meet? Consider holding your meeting in our conference room. To schedule a tour or to invite us to speak to your group, please call (502)736-6360.

FY 2018 Financial Summary



- Contributions & Events \$609,191 **17%**
- Donated supplies & equipment \$2,779,143 76%
- Recycling Revenue \$138,792 4%
- Shipping Revenue (pass-through) \$69,326 2%
- Other income \$48,643 **1%**

Total Income: \$3,645,095



Expenses

Program \$3,058,709 96%

- Fundraising \$42,565 **1%**
- Management & General \$93,417 3%

Total Expenses: \$3,194,691

Net Assets: \$4,424,711 (includes \$2,779,143 in donated supplies & equipment)

All figures as reported in the Audited Financial Statements for the year ended June 30, 2018.

Local Impact

Nothing gets thrown away or recycled if we can possibly find another use or home for it. SOS periodically opens its doors to area nonprofits to come and take what they can use – free of charge.

What cannot be used in medical care SOS donates to area medical schools, nursing schools, local animal shelters and clinics. Liquids and other items that cannot be put into our inventory are shared with local nonprofits that need them. In 2018 we joined the city's response to the devastating spring floods and outbreak of Hepatitis A. SOS donated gloves, masks, isolation gowns and clean-up disinfectant to the Red Cross and Louisville Metro Government to help with post-flood cleanup. Then 3,000 latex-free gloves were provided to the Health Department for its Hepatitis A vaccination program. We also led a Louisville community response to collect and ship needed items to Houston after Hurricane Harvey.



Local Groups That Benefited

ALS Kentucky Chapter Animal Welfare Groups Aramarc Healthcare - Baptist Art Projects Baptist Health Corp. Barnett Avenue Church Bridging the Gap Learning Academy Carat Cathedral of the Assumption **Catholic Charities Civil Air Patrol** Coalition for the Homeless **Dismas Charities** Eastern Ave Community Ministry **Epiphany United Methodist Church** Family Health Centers Fed With Faith Florence Baptist Church Golden Arrow Center for Mothers & Children Hand In Hand Ministries Heartland Medical

Helping Hands Ministry **Highlands Community Ministry** Hildegard House LaCasita Center Life Spring Health Systems Little Way Pregnancy Resource Center Logan County Humane Society Louisville Endoscopy Center Louisville Metro Health Dept. Love The Hungry Marshall Animal Shelters Metro Parks Modern Family Dentistry Neighborhood House New Birth Church Nurture to Nature Wildlife OCHS & Baptist Health NE Education Oldham County Humane Society Portland Ave Community Trust Portland Promise Center Safe Place Services SAR

Shively Animal Clinic South Louisville Community Ministries Southern Hills CTC Southeast Christian Church - Life Bridge St Gabriel & Anesthesia Programs St. John's Day Homeless Shelter U.S. Army UniKids Uniting Partners for Women & Children Valley View Church Veterans' organizations Wayside Christian Mission Wildwood Rescue Women Engaged in the Community

Second Chance Wildlife

Schools

American Assoc. of Nurse Anesthetists Antonelli College Assumption High School ATA College **Bellarmine University** Eastern High School JROTC Fairdale High School Galen College of Nursing Henderson Community College Hopkinsville Community College IN University Southeast Lincoln Performing Arts School Northern Kentucky University Owensboro Comm. Technical College Paris Simulation Center, U of L Pleasure Ridge Park High School Spalding University Spencerian College St. Gabriel School Sullivan University Texas Weslyan University U of L School of Nursing Waggener High School Westport Middle School

2017 Health & Hope Breakfast

The second annual breakfast at The Olmsted provided an inspiring morning to more than 270 attendees. **Dr. Bethany Hodge** delivered a keynote address on the life-changing impact of SOS supplies on the health of children and adults in Tanzania. Guests also heard from special guest **Dr. Mohammed Bello Kawuwa**, Commissioner of Health for Yobe State, Nigeria. He spoke about the devastation to their hospitals by Boko Haram, and how important SOS is to their recovery effort. Lastly, SOS board member **OJ Oleka** shared his own story and connection to SOS as the son of Nigerian immigrants.

Our sincere thanks to our sponsors: **Delta Dental of Kentucky, GLMS Foundation** and **Passport Health Plan**.



Bourbon&Band-Aids

In June we celebrated with old friends and new at this annual event, new last year and also at The Olmsted. The Prohibition-themed evening, presented by **Brown-Forman**, gave many guests the opportunity to dress in 1920s finery which added to the fun. America's CEO (Chief Entertainment Officer), **Tim Laird**, served as emcee, while guests enjoyed sampling a dozen bourbons from local distilleries, delicious hors d'oeuvres and desserts, a silent auction, and dancing to the music of Swing '39.







(Photos Courtesy of TOPS Magazine)

Increasing Our Regional Impact

The commitment our hospital partners demonstrate to environmental stewardship and global health is very gratifying, but we know there is more work to do. Here are a few highlights:

- SOS and several of our hospital systems have formed working committees to advance the environmental and humanitarian impact of our partnerships.
- SOS has been actively engaged in expanding its hospital network. We have a new hospital system partner in Nashville, Tennessee, St. Thomas Health, our first in the state, and expanding in Cincinnati.
- In addition to regular monthly hospital medical surplus collections, we worked with three retiring physicians and



a bio-med manufacturer to divert an extra 3,000 pounds of equipment from being discarded in the landfill.

- We are very grateful to UPS for their annual support through in-kind transportation, which makes our geographic growth possible.
- As an accredited MSRO Medical Surplus Recovery Organization – we are one of only six in the U.S. Our reputation for upholding the highest standard of excellence continues to grow.





Medical Recycling Partners

Thank you to our Medical Recycling Partners! Supplies Over Seas partners with hospitals and others around the region. They provide usable medical surplus along with significant financial and volunteer support. SOS provides a convenient, cost-effective way for them to donate medical surplus, which supports their own green initiatives, and at the same time extends their healing missions to the poor and underserved worldwide.

Baptist Health

Baptist Health Corbin Baptist Health Eastpoint Baptist Health Floyd Baptist Health LaGrange Baptist Health Lexington Baptist Health Louisville Baptist Health Madisonville Baptist Health Paducah Baptist Health Richmond Hardin Memorial Health

KentuckyOne Health

Flaget Memorial Hospital Frazier Rehab Institute James Graham Brown Cancer Center Jewish Hospital Medical Center Jewish East Medical Center Jewish Southwest Saint Joseph Hospital Saint Joseph East Saint Joseph London Saint Joseph Mount Sterling Sts. Mary & Elizabeth Hospital Synergy Health Taylor Regional Hospital

MerceyHealth

Mercy Anderson Mercy Clermont

Norton Healthcare

Norton Children's Hospital Norton Children's Medical Center – Brownsboro Norton Audubon Hospital Norton Brownsboro Hospital Norton Hospital Norton Women's & Children's Hospital

St. Thomas Health System

TriHealth

Bethesda Butler Hospital Bethesda North Hospital Bethesda Oak Good Samaritan Hospital TriHealth Evendale Hospital

Clark Memorial Hospital Community Health Clinic of Hardin & Larue Counties

K Larue Counties Flemimg County Hospital Harrison County Hospital Kentuckiana Medical Center Memorial Hospital (Jasper, IN) Murray-Calloway County Hospital Owensboro Health Regional Hospital Scott Memorial Hospital Southern Indiana Rehab Hospital Starke Memorial Hospital T J Samson Community Hospital The Medical Center at Bowling Green Twin Lakes Medical Center University of Louisville Hospital

Others

DRE Medical Medline Component Supply Coyote (UPS) Galen College of Nursing Heartland Medical Helmer L-Marc Oraceuticals Rocky Mountain Logistics Work-a-Haulex

Individuals who recycled surplus medical supplies with SOS are to numerous to list. Above are institutions that have given 500 pounds or more. For a complete list of Hospitals, Medical Institutions, Doctor's Offices and Organizations that recycled with SOS in 2018, go to www.suppliesoverseas.org



Volunteers

It takes thousands of volunteer hours to transform the surplus medical supplies and equipment that SOS recovers into the materials to communities in need. Put simply, volunteers are the lifeblood of SOS. SOS relies on volunteer hands in order to accomplish a myriad of essential functions, including: administrative support; biomedical expertise; inventory management; volunteer management; fundraising support; and, of course, sorting supplies! Pictured are just a few of the beautiful people who make SOS work.





Monday Group



Tuesday Group



Wednesday Group



Thursday Group



Retired Baptist Hospitals RNs



Bellarmine Tour Group





Amy Jordan



Sue Davis, EdD, RN



Sharon Schuppert, RN

Amy Verst, PhD



Humana



Parallon Staff



Baptist Hospital



Karen Crook and friends



Henderson Community College Nursing



Youth Works



Highlands Mothers Club



Spencerian College Nursing



Jefferson County Retired Teachers





Humana IT



Saturday Regulars - Hal and Kathy Baumann, Mary Fitch



Karin Sonnier & Box #44,000!



Sister Cities Volunteers



St. Matthews Women's Group



U of L School of Nursing



Lindsey Wilson College & Bellarmine Nursing



Owensboro Community and Technical College



Maya's Birthday Sort



Galen College of Nursing



Thank You to Our Donors!

Supplies Over Seas has made every effort to correctly acknowledge every donor and volunteer group. If we have made an error or missed someone, please contact the Development Office at 502-567-6367.

Gifts received July 1, 2017 through June 30, 2018

\$50,000 and up

Catholic Health Initiatives, KentuckyOne Health

\$20,000 - \$49,999

Brown-Forman Corporation Owensboro Health Regional Hospital

\$10,000 - \$19,999

Baptist Health Louisville Baptist Health Paducah Delta Dental of Kentucky Betty & David Jones Sisters of Charity of Nazareth Sherrie Ann Straughn, MD

\$5,000 - \$9,999

Greater Louisville Medical Society Foundation Hardin Memorial Hospital Norton Healthcare Norton Hospital Medical Staff

\$2,000 - \$4,999

Alliance for Strong Families and Communities Anchorage Presbyterian Church Larry & Susan Cashen Bill & Rosalie Faris Steven Goldberg, MD Amy Jordan Lee Ann & Melvin H. Jacobs Foundation James Perry Allen & Margie Schubert

\$1,000 - \$1,999

Advantum Health, Venkat Sharma S. Pearson Auerbach, MD Timothy Brown, MD Mark & Kellie Carter Kristin & Charlie Dunlevy Jean Frazier Drs. Linda & Greg Gleis Paula & Frank Harshaw Hilliard Lyons Jerry Hurt William & Ann Jessee Daniel Jones Anthony King La Cima World Missions, Daniel Bramer Carol Levitch NewBridge Development Passport Health Plan Kevin Potts, MD Rick Rowe, MD Denise & Barry Sears Stephanie Schaefer Snowy Owl Foundation Inc. Stock Yards Bank & Trust Co. Unbridled Charitable Foundation

\$5<mark>00 - \$</mark>999

Susan Applegate

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\$499 and below

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Norton Waterman, MD 1928-2017

Jonathan Kennedv

The Waterman Society

With a planned gift to Supplies Over Seas, you can leave a legacy of making a difference in the world, as you help people in medically impoverished communities for years to come.

One easy way to include SOS in your estate plan is to name SOS International, Inc. (dba Supplies Over Seas) as a beneficiary of your donor advised fund, retirement plan, IRA, or life insurance policy. It's as simple as filling out a beneficiary designation form from your plan provider or administrator.

Your gift gualifies you for membership in The Waterman Society, named for our late founder, Norton Waterman, MD, to recognize generous donors who contribute to SOS in this special and lasting way.

For more information, please contact Tim Tomes, Director of Development & Communications at 502.736.6360 or tim.tomes@suppliesoverseas.org.

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105 Countries Served







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Thank you to everyone who shared their photos and stories in this Annual Report.



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